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## Description of solutions offered by GT

GT advised the sale of AS United Motors vehicles retail business in Estonia. BMW and KIA vehicles retail business, vehicle parts and accessories retail business, maintenance and repair of motor vehicles in Tallinn, Tartu, Pärnu and Kohtla-Järve were sold to Inchcape Motors Estonia OÜ. GT advised the seller AS United Motors on legal, financial and tax due diligence performed by the buyer, and carrying out the transaction. GT had a remarkable role in negotiating the terms and price of the transaction.

The transaction was complex as BMW vehicles maintenance and repair at Peetri dealership remained to AS United Motors and as a result of the business transfer, the ordinary course of business had to continue in the remaining business unit and sold business unit, which used partly the same systems.

## Result

As a result of the transaction, AS United Motors sold its BMW, Mini and KIA vehicles retail business at Tallinn, Tartu, Pärnu and Kohtla-Järve dealerships to Inchcape Motors Estonia OÜ and AS United Motors continues with BMW vehicles maintenance and repair at Peetri dealership located near Tallinn and real estate administration.

## Challenge

Negotiating the terms and price of the transaction. Transferring a part of business where the remaining business and sold business use the same systems in the ordinary course of business.

Client name: United Motors AS

Field of business activity:

Sale of cars and light motor vehicles (main business activity); maintenance and repair of motor vehicles (secondary business activity); retail trade of motor vehicle parts and accessories (secondary business activity). Real estate administration.

Services offered by GT:

Transaction advisory, M&A (legal and financial)

Country: Estonia

**UNITED MOTORS**



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Case study: United Motors AS